Step 2 –Go FSBO Door Knocking on For Sale by Owner Doors

Create 10 "First Aid Kits" and Put Them in your Car or Truck.

Brian McDonald was hitting rock bottom both in business and personally. He getting a divorce and was down to $1,000 in his bank account and he had six children to feed and care for, so he began…

FSBO DOOR KNOCKING

"I started knocking on doors and calling on FSBOs…My business just took off!" McDonald **closed 31 transactions** that first year and had $4.3 million in sales.

Create FSBO handouts with offers and calls to action and a "first aid kit" for sellers. Fill it with helpful items. (To be safe from dog bites, carry pepper spray).

Be sure to talk to people with FSBO signs in their yards and to be prepared with your scripts and your flyers and handouts. Use scripts that ask questions. Listen to their answer, say "great", and ask the next question on the FSBO script.

Share your success and let me know you've completed this step.

Copy and paste this tweet onto Twitter:

I just completed Step 2 in my Top Pro For Sale By Owner Expert Certification @CarolMazur #realestate #topprogroup

Becoming a high volume top producer is a serious step in life, which requires professional systems and guidance. Congratulations on putting your FSBO systems in place!

Please go to step three of your Top Pro For Sale By Owner Expert Certification.

Search **f2** for additional FSBO real estate training tips and search FSBO scripts.

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